

Message Text

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PAGE 01 KIGALI 01119 150756Z

ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 CCO-00 CIAE-00 OTPE-00

FCC-01 INR-10 NSAE-00 OC-06 ICA-11 BIB-01 XMB-02

SS-15 AID-05 SP-02 TRSE-00 /072 W

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FM AMEMBASSY KIGALI

TO SECSTATE WASHDC 6370

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E/O. 11652: N/A

TAGS(ETEL, RW

SUBJECT: TELECOMMUNICATIONS: POSSIBLE PROJECT IN RWANDA

1. DAVID S. WEIL, JR., COUNSEL, OF PAGE COMMUNICATIONS ENGINEERS, INC., VIENNA, VA. (DIV. OF NORTHROP CORPORATION), CALLED AT EMBASSY TO INFORM US HIS FIRM IS BIDDING ON \$5.5 MILLION EARTH SATELLITE STATION TO UPGRADE RWANDA'S TELECOMS CAPACITY. PAGE TEAM NOW IN RWANDA TO TRY TO OBTAIN SIGNED AGREEMENT WITH GOR TO PROCEED. WEIL SAYS FINANCING ALREADY AVAILABLE: 48 PERCENT EXIMBANK AT 8-1/4 PERCENT, APD 52 PERCENT CITIBANK AT LIBOR PLUS 2-1/4 PERCENT, WITH 8-10 YEAR PAYBACK. INITIAL MEETINGS WITH RWANDAN OFFICIALS TO DISCUSS PROPOSAL INDICATE SATISFACTION WITH TECHNICAL PROPOSAL BUT CONCERN OVER FINANCIAL OBLIGATIONS, ESPECIALLY "HIGH" INTEREST RATE. ALTHOUGH PAGE OFFICIALS EMPOWERED TO SIGN AGREEMENT, PRESENT READING

IS THAT RWANDANS LIKELY TO REQUIRE MORE TIME TO STUDY PROPOSAL AND POSSIBLY SHOP AROUND. (PAGE WAS INVITED TO BID AS SOLE SUPPLIER THROUGH CONTACTS MADE BY REGIONAL OFFICE IN KHARTOUM.)

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2. THIS PROJECT WOULD REPRESENT LARGEST U.S. BUSINESS INVOLVEMENT IN SALES/SERVICES TO RWANDA AND FIRST IN COMMUNICATIONS FIELD AND ON COMMERCIAL TERMS. EMBASSY HAS THUS FAR PLAYED NO ROLE IN THIS MATTER WITH RWANDANS. ADDITIONAL BACKGROUND FROM STATE, COMMERCE, OR EXIMBANK WOULD BE HELPFUL, ESPECIALLY IF RWANDANS DECIDE TO DISCUSS PROJECT

WITH US IN COURSE OF THEIR DELIBERATIONS. PLEAEE
ADVISE.
CRIGLER

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NNN

Message Attributes

Automatic Decaptioning: X
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Draft Date: 12 jul 1978
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Disposition Approved on Date:
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Litigation History:
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